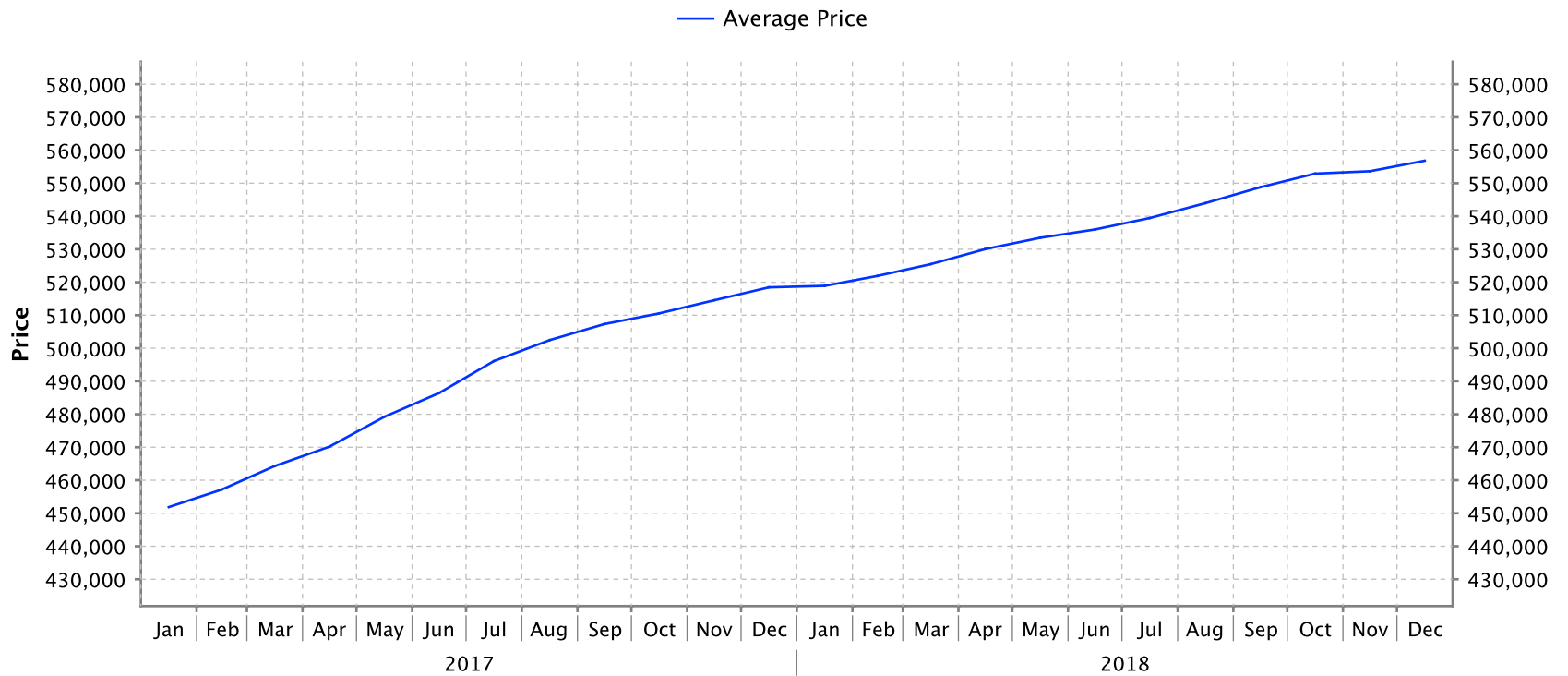


# Nanaimo

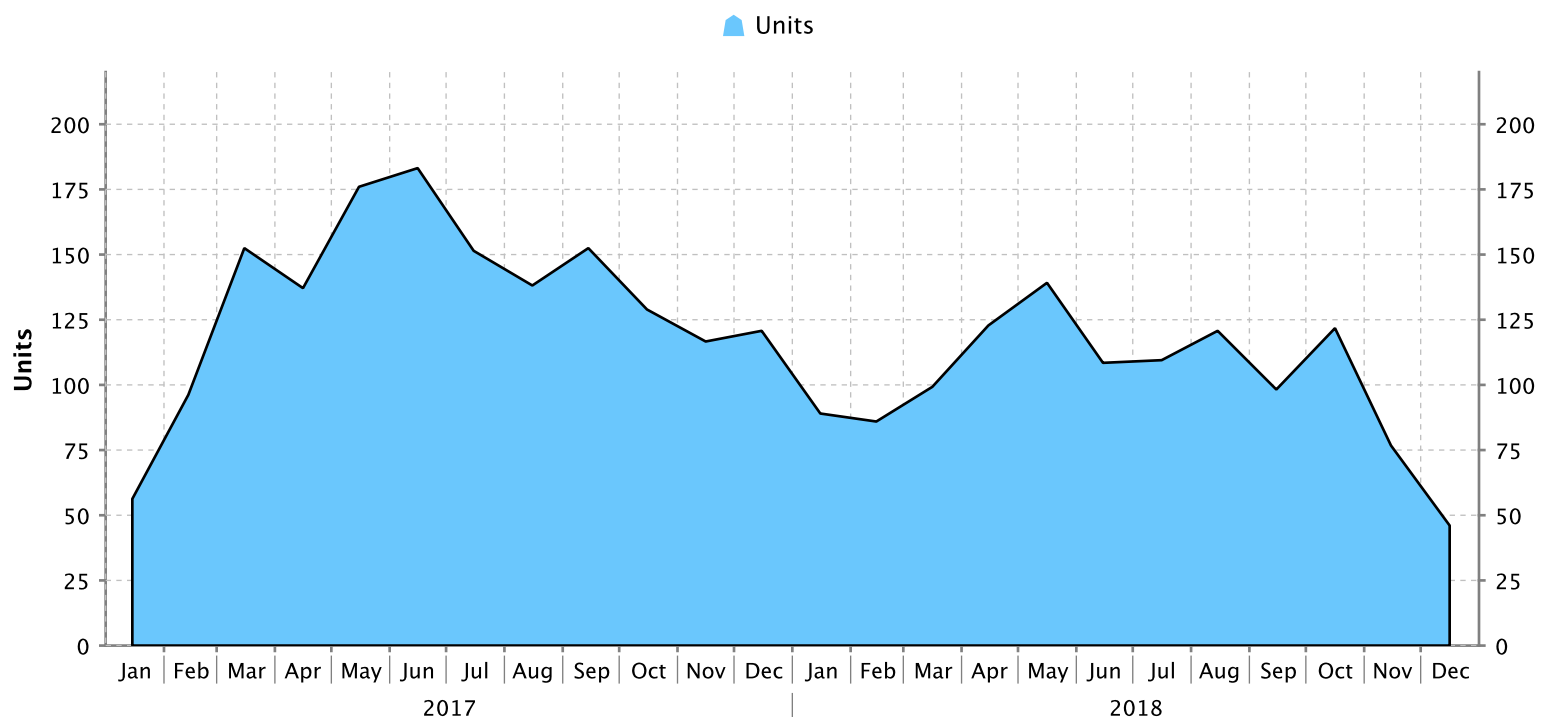
## as at December 31, 2018

### Cumulative Residential Average Single Family Sale Price



NOTE: Figures are based on a "rolling total" from the past 12 months – i.e. 12 months to date instead of the calendar "year to date".

### Single Family Units Reported Sold



## Comparative Activity by Property Type

	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Lots</b>						
Units Listed	10	3	233%	200	154	30%
Units Reported Sold	2	3	-33%	62	91	-32%
Sell/List Ratio	20%	100%		31%	59%	
Reported Sales Dollars	\$500,000	\$702,900	-29%	\$17,647,482	\$21,110,100	-16%
Average Sell Price / Unit	\$250,000	\$234,300	7%	\$284,637	\$231,979	23%
Median Sell Price	\$315,000			\$270,000		
Sell Price / List Price	96%	97%		95%	103%	
Days to Sell	70	30	136%	84	79	6%
Active Listings	68	45				
<b>Single Family</b>						
Units Listed	59	96	-39%	2,120	2,280	-7%
Units Reported Sold	46	120	-62%	1,212	1,605	-24%
Sell/List Ratio	78%	125%		57%	70%	
Reported Sales Dollars	\$26,447,950	\$63,571,898	-58%	\$674,865,250	\$832,115,395	-19%
Average Sell Price / Unit	\$574,955	\$529,766	9%	\$556,820	\$518,452	7%
Median Sell Price	\$569,900			\$534,500		
Sell Price / List Price	97%	98%		99%	99%	
Days to Sell	35	31	10%	25	24	7%
Active Listings	256	191				
<b>Condos (Apt)</b>						
Units Listed	31	70	-56%	549	520	6%
Units Reported Sold	13	58	-78%	363	409	-11%
Sell/List Ratio	42%	83%		66%	79%	
Reported Sales Dollars	\$4,546,900	\$18,742,461	-76%	\$109,663,589	\$111,323,098	-1%
Average Sell Price / Unit	\$349,762	\$323,146	8%	\$302,104	\$272,184	11%
Median Sell Price	\$325,000			\$275,000		
Sell Price / List Price	97%	104%		99%	100%	
Days to Sell	33	6	425%	25	17	42%
Active Listings	76	48				
<b>Condos (Patio)</b>						
Units Listed	14	2	600%	106	82	29%
Units Reported Sold	4	5	-20%	89	58	53%
Sell/List Ratio	29%	250%		84%	71%	
Reported Sales Dollars	\$1,847,650	\$2,179,900	-15%	\$39,872,078	\$23,593,500	69%
Average Sell Price / Unit	\$461,912	\$435,980	6%	\$448,001	\$406,784	10%
Median Sell Price	\$597,450			\$472,500		
Sell Price / List Price	102%	99%		101%	101%	
Days to Sell	14	30	-53%	32	27	19%
Active Listings	15	13				
<b>Condos (Twnhse)</b>						
Units Listed	15	18	-17%	386	310	25%
Units Reported Sold	8	21	-62%	206	272	-24%
Sell/List Ratio	53%	117%		53%	88%	
Reported Sales Dollars	\$2,497,900	\$7,086,667	-65%	\$70,163,625	\$86,458,478	-19%
Average Sell Price / Unit	\$312,238	\$337,460	-7%	\$340,600	\$317,862	7%
Median Sell Price	\$295,500			\$336,000		
Sell Price / List Price	98%	100%		98%	100%	
Days to Sell	18	24	-23%	22	25	-12%
Active Listings	68	21				

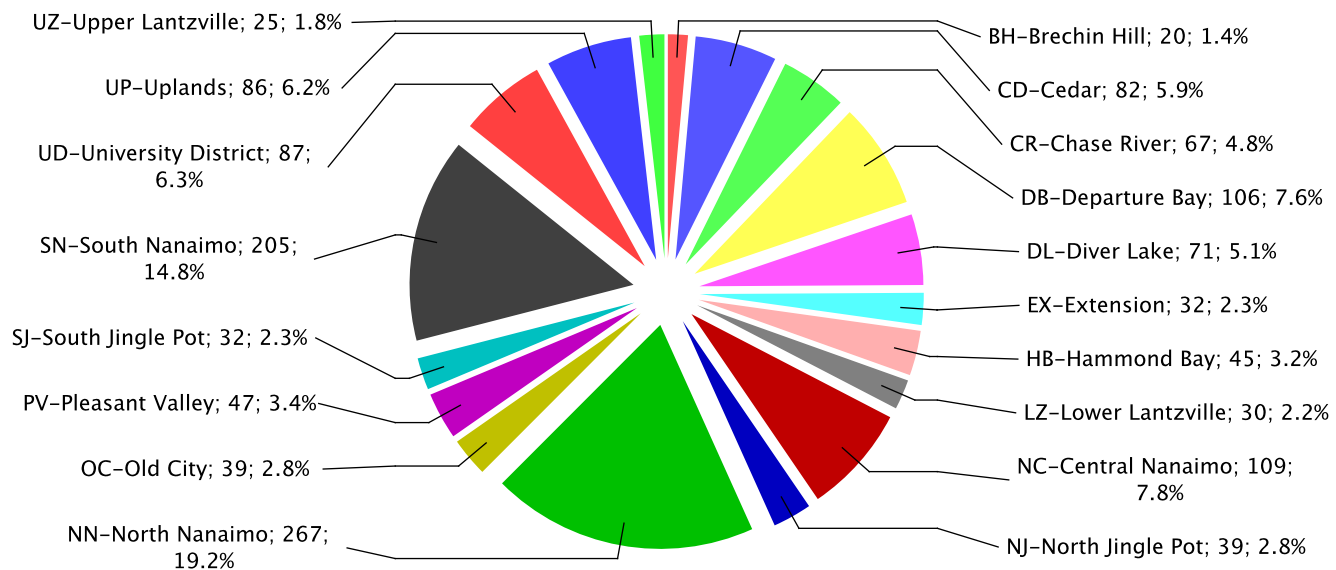
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 31, 2018

	0-150,000	150,001-200,000	200,001-250,000	250,001-300,000	300,001-350,000	350,001-400,000	400,001-450,000	450,001-500,000	500,001-600,000	600,001-700,000	700,001-800,000	800,001-900,000	900,001-1 Mil	OVER 1 Mil	Total
BH-Brechin Hill	0	0	0	1	0	5	3	4	6	0	0	0	0	1	20
CD-Cedar	0	0	2	1	4	5	12	10	12	16	5	5	3	7	82
CR-Chase River	0	0	0	0	0	4	6	14	26	16	0	1	0	0	67
DB-Departure Bay	0	0	0	0	0	0	4	28	31	20	13	7	1	2	106
DL-Diver Lake	0	0	0	1	2	5	7	21	23	7	4	0	0	1	71
EX-Extension	0	0	0	1	8	3	6	4	5	1	1	3	0	0	32
HB-Hammond Bay	0	0	0	0	0	1	0	3	14	12	2	4	6	3	45
LZ-Lower Lantzville	0	0	0	0	0	2	2	3	6	4	3	4	1	5	30
NC-Central Nanaimo	0	0	0	0	12	22	24	28	21	1	1	0	0	0	109
NJ-North Jingle Pot	0	0	0	0	0	0	0	1	5	6	8	6	6	7	39
NN-North Nanaimo	0	0	0	1	6	2	4	14	60	81	53	23	9	14	267
OC-Old City	0	0	1	1	5	8	8	8	4	2	1	1	0	0	39
PV-Pleasant Valley	0	0	0	0	0	0	2	3	27	10	3	0	1	1	47
SJ-South Jingle Pot	0	1	0	0	1	1	2	3	15	6	3	0	0	0	32
SN-South Nanaimo	0	0	7	15	22	27	34	43	33	21	2	1	0	0	205
UD-University District	0	0	3	0	4	10	15	14	24	11	5	1	0	0	87
UP-Uplands	0	0	1	0	1	7	18	18	23	10	2	1	2	3	86
UZ-Upper Lantzville	0	0	0	1	0	0	3	3	11	3	3	0	1	0	25
<b>Zone 4 TOTALS</b>	<b>0</b>	<b>1</b>	<b>14</b>	<b>22</b>	<b>65</b>	<b>102</b>	<b>150</b>	<b>222</b>	<b>346</b>	<b>227</b>	<b>109</b>	<b>57</b>	<b>30</b>	<b>44</b>	<b>1,389</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2018 = 1,389

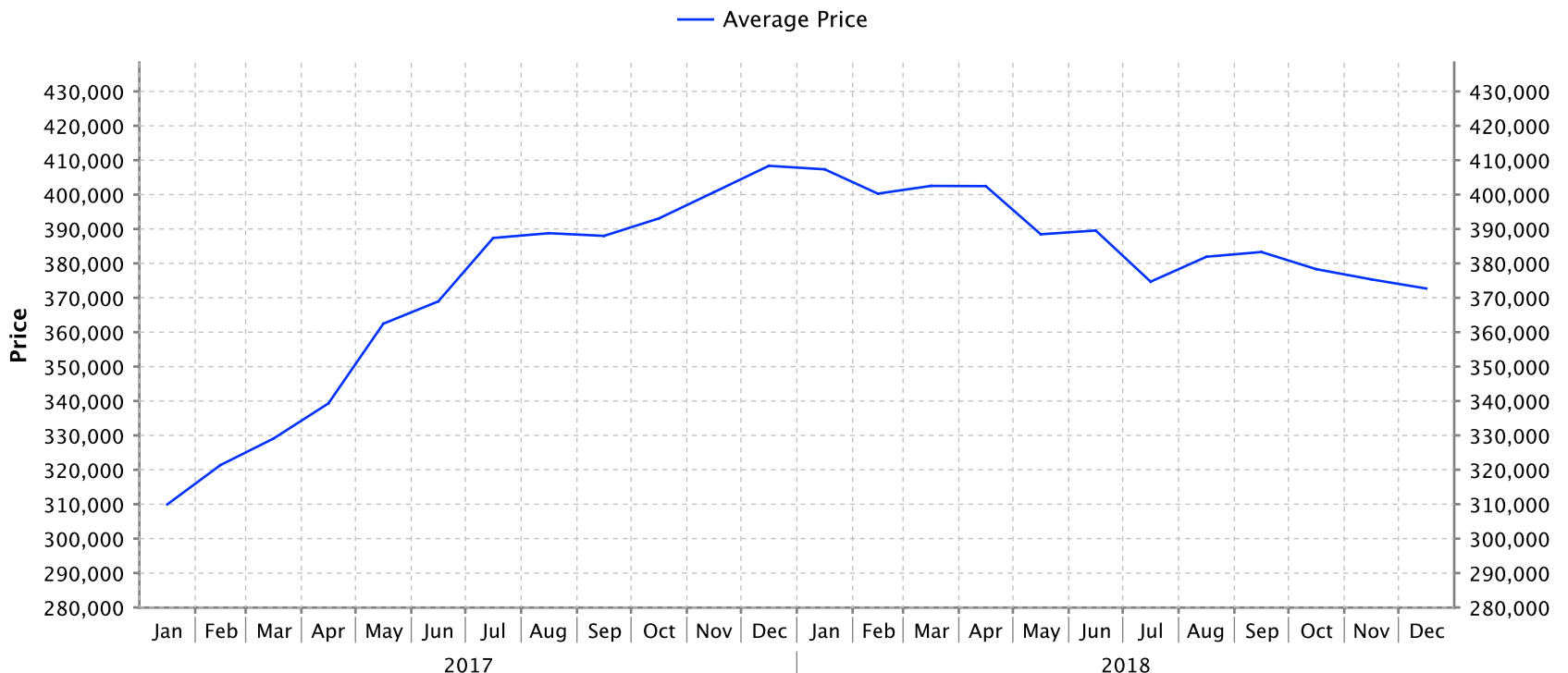
# GABRIOLA ISLAND

## Comparative Activity by Property Type

	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Lots</b>						
Units Listed	0	1	-100%	35	42	-17%
Units Reported Sold	2	1	100%	37	32	16%
Sell/List Ratio		100%		106%	76%	
Reported Sales Dollars	\$218,888	\$90,500	142%	\$4,373,538	\$3,208,200	36%
Average Sell Price / Unit	\$109,444	\$90,500	21%	\$118,204	\$100,256	18%
Median Sell Price	\$125,000			\$108,000		
Sell Price / List Price	100%	106%		95%	95%	
Days to Sell	137	12	1,042%	104	83	26%
Active Listings	4	10				
<b>Single Family</b>						
Units Listed	2	5	-60%	83	76	9%
Units Reported Sold	0	3	-100%	68	68	0%
Sell/List Ratio	0%	60%		82%	89%	
Reported Sales Dollars	\$0	\$1,306,300	-100%	\$25,343,656	\$27,768,586	-9%
Average Sell Price / Unit		\$435,433		\$372,701	\$408,362	-9%
Median Sell Price				\$382,356		
Sell Price / List Price		103%		98%	98%	
Days to Sell		40		33	51	-36%
Active Listings	5	8				

**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

### Cumulative Residential Average Single Family Sale Price



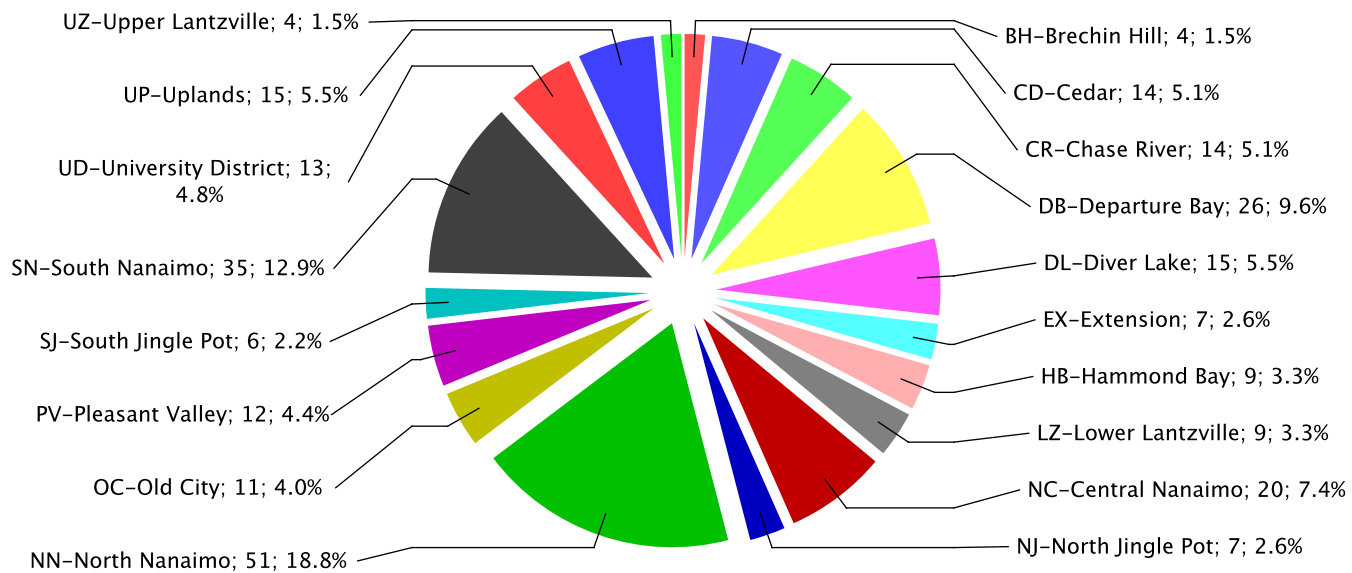
# 4th Quarter 2018

## MLS® Single Family Sales Analysis

### Unconditional Sales from October 1 to Dec 31, 2018

	0-150,000	150,001-200,000	200,001-250,000	250,001-300,000	300,001-350,000	350,001-400,000	400,001-450,000	450,001-500,000	500,001-600,000	600,001-700,000	700,001-800,000	800,001-900,000	900,001-1 Mil	OVER 1 Mil	Total
BH-Brechin Hill	0	0	0	1	0	0	1	1	1	0	0	0	0	0	4
CD-Cedar	0	0	0	1	0	0	1	3	3	1	0	3	1	1	14
CR-Chase River	0	0	0	0	0	1	2	4	2	5	0	0	0	0	14
DB-Departure Bay	0	0	0	0	0	0	3	4	5	7	2	5	0	0	26
DL-Diver Lake	0	0	0	0	0	0	2	5	4	2	2	0	0	0	15
EX-Extension	0	0	0	0	3	0	2	2	0	0	0	0	0	0	7
HB-Hammond Bay	0	0	0	0	0	0	0	2	1	3	0	1	1	1	9
LZ-Lower Lantzville	0	0	0	0	0	0	1	2	2	0	2	1	1	0	9
NC-Central Nanaimo	0	0	0	0	4	5	4	6	1	0	0	0	0	0	20
NJ-North Jingle Pot	0	0	0	0	0	0	0	1	1	0	1	1	2	1	7
NN-North Nanaimo	0	0	0	1	0	0	2	1	9	20	12	4	1	1	51
OC-Old City	0	0	1	1	0	3	2	2	1	1	0	0	0	0	11
PV-Pleasant Valley	0	0	0	0	0	0	0	1	9	2	0	0	0	0	12
SJ-South Jingle Pot	0	0	0	0	1	0	2	0	1	2	0	0	0	0	6
SN-South Nanaimo	0	0	0	0	3	10	7	4	4	7	0	0	0	0	35
UD-University District	0	0	0	0	0	2	2	2	3	4	0	0	0	0	13
UP-Uplands	0	0	0	0	1	2	6	3	3	0	0	0	0	0	15
UZ-Upper Lantzville	0	0	0	0	0	0	0	1	3	0	0	0	0	0	4
<b>Zone 4 TOTALS</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>12</b>	<b>23</b>	<b>37</b>	<b>44</b>	<b>53</b>	<b>54</b>	<b>19</b>	<b>15</b>	<b>6</b>	<b>4</b>	<b>272</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2018 = 272